

Title	Apply cost and revenue requirements to a hospitality establishment		
Level	5	Credits	6

Purpose	<p>This unit standard is for experienced people in supervisory and junior management positions in a hospitality establishment or department.</p> <p>People credited with this unit standard are able to demonstrate knowledge of cost and revenue requirements, and apply cost and revenue requirements, for a hospitality establishment or department.</p>
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Classification	Hospitality > Hospitality Management
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Available grade	Achieved
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Explanatory notes

- 1 Definitions

Establishment requirements – any policy, procedure, process or agreed requirement, either written or oral, that is made known to the candidate prior to assessment against this unit standard.

Product categories may include but are not limited to – beverage items, food items, conferencing items.
- 2 Legislation to be complied with includes but is not limited to – Employment Relations Act 2000, Health and Safety in Employment Act 1992, Holidays Act 2003.

Outcomes and evidence requirements

Outcome 1

Demonstrate knowledge of cost and revenue requirements for a hospitality establishment or department.

Evidence requirements

- 1.1 Revenue items for own departmental area or establishment are identified in terms of the profitability of the product categories.

Range evidence is required for a minimum of four different product categories.
- 1.2 The effect of the sales/cost relationship and the sales mix on profitability is explained in accordance with establishment requirements.

1.3 Costs that do not change in proportion to changes in the volume of revenue are identified as fixed costs.

Range evidence is required for a minimum of two different costs.

1.4 Costs that change in proportion to changes in the volume of revenue are identified as variable costs.

Range evidence is required for a minimum of two different costs.

1.5 Net and gross profits for own departmental area or establishment are outlined in accordance with establishment requirements.

Outcome 2

Apply cost and revenue requirements to a hospitality establishment or department.

Evidence requirements

2.1 Profitability is calculated on product categories for own departmental area or establishment in accordance with establishment requirements.

Range evidence is required for a minimum of four different product categories.

2.2 Net and gross profits for own departmental area or establishment are interpreted to determine business performance in accordance with establishment requirements.

2.3 Financial information and reports required to monitor business performance are interpreted in accordance with establishment requirements.

Planned review date	31 December 2019
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	21 May 2010	31 December 2017
Review	2	20 February 2014	N/A

Consent and Moderation Requirements (CMR) reference	0112
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Please note

Providers must be granted consent to assess against standards (accredited) by NZQA, or an inter-institutional body with delegated authority for quality assurance, before they can report credits from assessment against unit standards or deliver courses of study leading to that assessment.

Industry Training Organisations must be granted consent to assess against standards by NZQA before they can register credits from assessment against unit standards.

Providers and Industry Training Organisations, which have been granted consent and which are assessing against unit standards must engage with the moderation system that applies to those standards.

Requirements for consent to assess and an outline of the moderation system that applies to this standard are outlined in the Consent and Moderation Requirements (CMR). The CMR also includes useful information about special requirements for organisations wishing to develop education and training programmes, such as minimum qualifications for tutors and assessors, and special resource requirements.

Comments on this unit standard

Please contact ServiceIQ at qualifications@serviceiq.org.nz if you wish to suggest changes to the content of this unit standard.